

Message Text

UNCLASSIFIED

PAGE 01 STUTTG 00836 141336Z
ACTION EUR-12

INFO OCT-01 NEA-10 ISO-00 EB-07 /030 W
-----141807Z 002042 /62

R 131717Z MAY 77
FM AMCONSUL STUTTGART
TO SECSTATE WASHDC 3588
USDOC WASHDC
INFO AMEMBASSY BONN
AMEMBASSY ALGIERS

UNCLAS STUTTGART 836

FOR COMMERCE, SANDS, OED, MAJOR PROJECTS DIVISION

E.O. 11652:N.A.
TAGS: BEXP, BTIO, GW
SUBJ: PRODUCT OPPORTUNITY - MACHINE TOOLS-
LIEBHERR- HYDRAULIK

REF: STATE 063957, STUTTGART'S 505, 669, 693
715, 730, 740.

1. LIEBHERR HYDRAULIKBAGGER GMBH CONTACTED US MAY 12
TO EXPRESS THEIR DISSATISFACTION OVER THE MANNER
THEIR BID OFFERS HAD BEEN DISTRIBUTED BY DOC.
THEY DO NOT FEEL THE OFFER WAS GIVEN THE SUPPORT
IT DESERVED. THEY HAD EXPECTED, AND WE CONFIRMED,
THAT THE BIDS WOULD BE GIVEN SPECIAL HANDLING AS
A PARTICULARLY SIGNIFICANT OFFERING. WE THEREFORE
TRANSMITTED THE OFFERS WITH SPECIAL HANDLING TO THE
MAJOR PROJECTS DIVISION AT DOC, EXPECTING THE OFFERS
WOULD THEREBY BE DIRECTED TO MAJOR US MANUFACTURERS
IN SPECIALIZED FIELDS. INSTEAD, LIEBHERR IS BEING
INUNDATED WITH OFFERS FROM UNREPUTABLE DEALERS
ATTEMPTING TO UNLOAD INFERIOR SECOND HAND EQUIPMENT,
AND FROM AGENTS AND MIDDLEMEN FROM SEVERAL FIELDS
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INTERESTED ONLY IN THE POTENTIAL PROFITS.

2. LIEBHERR HAS ASKED THAT WE STOP DISEMINATION
OF THE OFFER UNLESS WE ARE ABLE TO LIMIT IT TO
SERIOUS US MANUFACTURERS OF WHO HAVE THE CAPACITY
AND THE TECHNOLOGY TO SUCCESSFULLY BID FOR THE
PROJECT. WE ASSURED LIEBHERR WE WOULD DO SO.

3. WE REQUEST PROMPT ACTION TO ASSURE THAT LIEBHERR'S WISHES ARE MET. OTHERWISE THE ENTIRE PROJECT WILL BE HAMPERED AS FAR AS US FIRMS ARE CONCERNED, AND OUR REPUTATION AND POSITION REGARDING FUTURE MAJOR PROJECTS FROM BOTH LIEBHERR AND OTHER LOCAL FIRMS WILL BE THREATENED.

4. PLEASE ADVISE.
JENKINS

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 13-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STUTT00836
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770171-0742
Format: TEL
From: STUTTGART
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770559/aaaabyuj.tel
Line Count: 72
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 5f98a494-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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TAGS: BEXP, BTIO, GE
To: STATE COM
Type: TE
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Review Markings:
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